



IAFC-GLD TRUMPETS

IAFC - GLD

E-TRUMPET

Issue 2

February 2009

GLD Board Goes back to Washington D.C.

The Great Lakes Board will attend the CFSI Annual Fire and Emergency Services Dinner and Seminars in Washington D.C. April 1-2, 2009. This will be the second straight year that the Board will make the trip to D.C. to assist the fire service in educating members of congress on the challenges and needs facing our nation's fire and emergency services. Please contact your individual State Board members with your concerns and issues that need to be brought to the attention of congress.

GLD CLOTHING STORE

Check out the GLD store for great shirts and wind shirts. Go to the GLD web site at www.GLD-IAFC.org and click on the GLD store link to view the selection.



Australian Institute of Police Management

The Great Lakes Board Vice-President Nyle Zikmund has been granted partial sponsorship by the Great Lakes Board to attend the Australian Institute of Police Management, which is the equivalent of the United States National Fire Academy and FBI Academy. Chief Zikmund will attend an intensive two week residency program in their graduate diploma in Executive Leadership. The Institute will cover housing and meals and the Great lakes Board along with Chief Zikmund's Department will help cover the travel costs.

CALENDAR OF EVENTS

NATIONAL FIRE AND EMERGENCY SERVICES DINNER AND SEMINARS

PLACE – WASHINGTON D.C.

DATES – APRIL 1-2, 2009

2009 HAZ-MAT CONFERENCE

PLACE – NORTHBROOK, IL

DATES – MAY 2-3, 2009

Co-sponsored by the Great Lakes Board

FIRE RESCUE INTERNATIONAL

PLACE – DALLAS, TX

DATES – AUGUST 27-29, 2009

Great Lakes Hotel – Hotel Anatole



GLD PRESIDENT ANNOUNCES CANDIDACY

The IAFC Great Lakes Division proudly announces that Chief Hank Clemmensen has formally announced his candidacy for IAFC 2nd Vice President for 2010. Chief Clemmensen is the current President of the IAFC Great Lakes Division, President of the Cook County Fire Chiefs Association, and Fire Chief of the Palatine Rural Fire Protection District in Inverness, Illinois.

Hank Clemmensen joined the Palatine Rural Fire Protection District (Inverness, Illinois) in 2001, following a 26-year fire service career with the Hoffman Estates (Illinois) Fire Department. Chief Clemmensen served as an Assistant Chief and Fire Marshal in Hoffman Estates prior to becoming Fire Chief for Palatine Rural. Chief Clemmensen has served for four years on the Executive Board for MABAS Division 1, serving as President in 2005 and 2006. Currently, Chief Clemmensen is President of the Cook County Fire Chiefs Association (CCFCA) which represents over 120 fire departments, including the Chicago Fire Department. Chief Clemmensen is a member of the Safety, Health, and Survival Section of the IAFC.

Chief Clemmensen has been endorsed by the Executive Boards of the Illinois Fire Chiefs Association, Indiana Fire Chiefs Association, and the Ohio Fire Chiefs Association.

Chief Clemmensen states, "Being a Fire Chief is becoming more challenging every day especially with the current economic climate, federal, state, and local mandates, and preparing for multi-agency emergencies. I am committed to being proactive in working to meet the needs of today's fire chiefs and the needs of tomorrow's fire service through legislation and providing valuable IAFC member services."

Clemmensen believes it is imperative that the IAFC work with the nation's fire service and policy makers to insure access to reliable resources and financial aid for national mobilizations. Specifically, the IAFC should work toward national mutual-aid and regionalization initiatives and to maintain and effectively use the federal grant programs. Clemmensen added, "The IAFC must be an advocate for the nation's fire chiefs who are facing growing challenges related to funding, staffing, and training."

Clemmensen further states, "Today's fire service has an extraordinary opportunity to align with strategic partners and move in a cohesive direction. I believe that my experience at the local, regional and national level—as well as my understanding of rural and metropolitan communities—will help guide the IAFC as it becomes the driving force behind changing the way the fire service currently does business. I have the conviction to state the facts based on data, even if the consequences are associated with unpleasantness."

Fire Service Bookstore Revenue Sharing Plan

The Great Lakes Division of the IAFC is pleased to announce that we have Partnered with the Western Fire Chiefs Association's and their Fire Service Bookstore to bring you high quality bookstore services and a revenue sharing opportunity! With this partnership, we are able to share the success of the bookstore program with all our state fire chiefs associations.

The Fire Service Bookstore (www.fireservicebooks.com) is owned and operated by the Western Fire Chiefs Association and is a national program delivering unmatched pricing and service to fire departments across the country. Not only does Fire Service Bookstore represent a great option for your bookstore needs, but it now provides a source of revenue to your State Fire Chiefs Associations. We believe the right thing to do is to share our bookstore revenue with the state fire chief associations.

Starting January 1, 2009, a percentage of all sales will be shared on a quarterly basis between the Great Lakes Division of the IAFC and the six State Fire Chiefs Associations, based on where the sales were made. There is no obligation in order to receive this benefit however we would like to work with each state association to promote the Fire Service Bookstore in an effort to increase usage and revenue.

What you can expect from the Fire Service Bookstore:

- 1) High quality bookstore services including:
 - a. Products from over 60 publishers
 - b. Best price matching in most cases
 - c. 24 hour order processing
 - d. Online, phone and fax ordering options
 - e. Easy purchase order payment

- 2) Each state fire chief association will receive a revenue share check for **10%** of gross profit from the Great Lakes Division on a quarterly basis. The actual amount will be based on where the sales were made.

- 3) The Great Lakes Division will receive 5% of the gross profit (sales less cost of books). By giving a higher percentage to the state associations, the Great Lakes Divisions will realize significant revenues because of increased promotional support from the state associations.

In return for 10% of the Profit, the Great Lakes Division would appreciate:

- 1) That your State Fire Chief Association promotes and supports the Fire Service Bookstore (www.fireservicebooks.com) to your members whenever possible (e.g. conferences, website, etc.) Specifically, we would like to be considered your exclusive bookstore partner.

- 2) That each state fire chief association provides the Great Lakes Division with one specific representative name.

- 3) Your continued loyalty and support of our other partnership programs such as www.firerescue-gpo.com and www.dailydispatch.com

Here are some things you can do to help promote this program:

- 1) Include the Fire Service Bookstore logo and link (www.fireservicebooks.com) on your association's website.

- 2) Include an announcement and the logo in your association newsletters, magazine, or emails.

- 3) Name a point of contact in your association for us to work with on promotional ideas.

We look forward to working with you on this program and hope that it provides all our members with a valuable resource and a sustainable source of revenue for both associations.

Sincerely,
Hank Clemmensen
President, Great Lakes Division



FIRE RESCUE GPO || *Purchasing Engine for the Fire Service*

Group Purchasing Can Save You Time and Money!

By
Chief Bill Mund

You are probably familiar with the concept of group purchasing, maybe you have even tried it in your region or purchased off state contracts. Did you know there is a national group-purchasing program available to you -- free of charge -- in partnership with the Great Lakes Division of the IAFC? This program brings you the convenience of group purchasing with the collective buying power of thousands of fire departments across the country. The program is called "Fire Rescue GPO" and it was started by the Western Fire Chiefs Association in 2001.

The FireRescue GPO functions as a facilitator of national contract pricing on equipment, supplies and services fire departments use every day. There are two types of contracts available: "publicly awarded" and "negotiated". Publicly awarded contracts are created through a procurement/bid process (or RFP). These Cooperative Procurement Agreements contain language that allows for "piggybacking" by other fire departments that have joined FireRescue GPO, thus avoiding the need to create an RFP or bid process themselves. The second type of Agreement is aggressively negotiated and provides national tier pricing.

The FireRescue GPO is not a retailer. Purchases are made directly from the vendor or distributor – in many cases the same ones you already work with! In order to utilize these contracts you must be a member of the FireRescue GPO, which is free and voluntary. There is no obligation or commitment, simply register on the website (www.firerescue-gpo.com) to create your free account. Contracts and pricing information is available to members through the website or through the customer service line (800) 810-3909.

program generates revenue for the Great Lakes Division of the IAFC and State Chiefs Association where the purchase was made. The revenue comes from reasonable fees that the vendors pay when a purchase is made through the program. Check out the FireRescue GPO today at www.firerescue-gpo.com. It is free, easy, helps the fire service, and who knows – you just might save some time and money on your next purchase! Go to the website and request a login name and password today and then use Fire Rescue GPO as another possible source for your purchasing needs. Remember, it costs you nothing to sign up and can potentially save your department some money in these difficult economic times we are facing.

Some existing contract highlights include:

Ferno for Cots, Stretchers and Chair Lifts, **Zoll** for Defibrillators, **MMS** for EMS Supplies, **Grainger Supply** for many of your daily use items, and **Corporate Express** for Office Supplies

Additionally, two of the larger contracts with Fire Rescue GPO are:

Sprint for 21% off regularly priced cellular plans personal or department! Note: even if you are already on a "discounted" fire service contract check out this FRGPO contract because it is probably a better discount than what you are currently receiving!

Airgas – Guaranteed 5% reduction in medical gas price from your current supplier and as the nation's 2nd largest Safety Equipment Supplier, deep discounts in safety supplies.

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**INDIANA FIRE CHIEFS
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